

July 14, 2007

To Whom It May Concern:

This is to urge you to reconsider your proposal. The requirements are impossible to provide. You ask that I provide my identification number to prospects. Have you heard of "identity theft"? I am aware of direct sellers who gave their ID number which was used to place sizeable orders against their account, and then no monies were remitted, yet the company charged that seller for the purchase. In this day and age, ID numbers should not be given out to ANYONE.

You also suggest that we should report the number of direct sellers canceled in two years. This statistics has no value to someone looking at starting a business. It is a known fact that many sellers stay with a company for only two years. And, what is happening in California or Montana or New York has no bearing on my local area. What is critical is the effort the new seller puts into their business, not the effort others failed to put into their businesses.

For the same reason, it is absurd to give the 10 closest contacts including those no longer with a company. They cannot tell you whether you will succeed when they did not. These sellers are "the competition". Would you tell a retailer that before they can hire an employee, they must first send that applicant to 10 other retailers in town and risk that they might be hired out from under them? I don't think so. I personally have talked with recruits who turned around and signed with someone else before.

The best way for me to build my business is to recruit and you are making that virtually impossible with these ridiculous ideas. It will be very difficult for my company to keep track of the numbers required and report those to me and 90,000 other sellers so that we can recruit and meet your guidelines. It would require hiring staff just to track the numbers daily and to maintain the records. The costs would mean cutting programs for the sellers, and I imagine the first programs to go would be those that incent and award prizes, trips, jewelry and etc. OR, the company would find itself in a position of having to increase prices to the consumer. Is that really good for the economy - to force these matters on a company?

Most sellers get into a business because they love a product and they want to get a discount. They are going to use that product whether they have to buy it at retail or not. These requirements are not going to influence spending habits. They are however going to add a burden to those already in the business. Most sellers are women who want a homebased business so they can be at home and enjoy a few extras for their family. They DID NOT sign up for the paperwork! These extra requirements would force them to have daily tracking that is not even readily available to them, force them to send prospects to their competitor next door, and force them to provide confidential personal info that is nobody's business. Would you divulge YOUR earnings with a recent paystub that includes your ID number (don't forget the dates, and stats on others in your company

represented by your claim) because I am thinking about applying for a job in your office?
I don't think so.

IT seems to me that this proposal will discourage people from pursuing their dreams and hinder the efforts of sellers who play an important role in our economy today. We are not liars, cheats and thieves. We are homemakers, mothers, fathers, and decent Christian people who want to enjoy life, liberty and the pursuit of happiness - just like you. We are reasonable people who abide by rules and regulations set out by our company, our society, our government. Let's make sure that the rules and regulations are reasonable (and realistic) as well.

Thank you for reconsidering.

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